# Kisha Hymes
## Sales Engineer

(813) 990-0490

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## Certifications / Skills

AWS Solutions Architect Professional Certification, Certified Scrum Master

Cloud computing, Web development, Software development, AWS, Python, Java, Javascript, Infrastructure, Databases, Linux, Technical Solutions

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## Experience

### Amazon Web Services/ Solutions Architect
2021 - PRESENT, Remote

Owns the technical engagement with strategic clients and assists with creation of new technical strategies.

Demonstrates and provides overviews of AWS products and services and solicits additional spend to clients to meet their business and technical needs.

Develops and conducts training for clients on compliance with AWS best practices in migrations, security, cost optimization, and performance reliability.

Prepares architecture diagrams, estimates, and bids that meet specific client needs.

Monitors market conditions, products/services innovations, and competitors' products, prices, and sales.

Represents client consulting engagements that led the cross-selling strategy to drive the value proposition of solution positioning and selling.

### Xcira, LLC / Technical Account Manager
2020-2021, Tampa, FL

Facilitated discussions with senior leadership regarding technical and architectural best practices, risk mitigation and trade-offs for the development teams.

Acted as contact person for all communication, internal, and with clients, defining strategy and meetings agenda and ensuring teams are on track.

### Plant City High School / Computer Science Teacher
2010-2020, Plant City, FL

Developed and implemented Computer Science-related curriculum for classes from introductory to Advanced Placement levels.

Taught Computer Science courses to 9th-12 grade students.

**EDUCATION:** Howard University / Bachelor's Degree in Communications; **Launchcode** / Web Development Bootcamp

*References Available Upon Request*